

# LEONARDO GUTIERREZ

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## DIRECTOR, SUPPLY CHAIN | PROCUREMENT | SIOP/IBP | MANUFACTURING TURNAROUNDS

### PROFESSIONAL SUMMARY

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Supply chain executive with 15+ years leading end-to-end supply chain and procurement across manufacturing environments (including regulated and high-reliability industries). Known for rapid stabilization of supply, building scalable planning and supplier performance systems, and delivering measurable cost, service, and working-capital improvements. Strengths include global sourcing, capacity planning, SIOP/MRP governance, supplier development, logistics/TMS, and cross-functional leadership with Operations, Quality, Finance, Engineering, and Sales.

### KEY COMPETENCIES

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Supply Chain Strategy | SIOP/IBP | Demand & Materials Planning | MRP/ERP Governance | Supplier Performance Management | Supplier Development & Audits | Global Sourcing | Contract Manufacturing / Outsourcing | Logistics & Transportation | TMS/WMS | Inventory Optimization | Cost Reduction | Working Capital Management | Trade Compliance (USMCA/FTAs) | KPI Dashboards | Lean / Continuous Improvement | Cross-Functional Leadership

### STRATEGIC IMPACT & ACHIEVEMENTS

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- **Cost & Margin:** Delivered **\$2.5M+ cost savings** through strategic sourcing, supplier negotiations, and outsourcing initiatives; exceeded cost-savings targets multiple consecutive years.
- **Supply Assurance:** Increased supplier capacity by **~60%** and reduced lead times by **~50%** via supplier turnaround plans, capacity planning, and VMI/safety stock programs.
- **Working Capital & Inventory:** Improved inventory performance through forecasting/MRP enhancements and supplier-managed inventory approaches; built tools and routines to balance inventory to service targets.
- **Trade/Compliance Savings:** Recovered **\$650K+** in duty through trade agreement analysis and post-entry claims; established ongoing duty savings runway.
- **Systems & Process:** Implemented/optimized planning and logistics systems (MRP/ERP; TMS) to improve shipment accuracy, service, and cost-to-serve.

### WORK EXPERIENCE

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**TORAY Membrane USA, Inc. — Poway, CA (04/2022 – 10/2024)**

**Supply Chain Manager (Director-level scope)**

Led supply chain strategy and execution across supplier management, materials planning, logistics, inventory, and continuous improvement. Owned planning routines, supplier performance systems, and cost-out initiatives; partnered closely with Quality and IT to institutionalize KPI-driven supplier governance. Managed **\$56M** department budget and modernized procurement procedures.

- **Supplier Performance & Capacity:** Turned around multiple underperforming suppliers; increased supply capacity by **~60%** and reduced standard lead times by **~50%** through capacity planning, supplier coaching, and performance management.
- **Inventory & Service Continuity:** Implemented safety stock / vendor-managed inventory from **0 to ~2 months supply**, improving material readiness and reducing disruption risk.
- **Strategic Sourcing / Cost-Out:** Generated **\$2.5M+** savings via new supplier sourcing, renegotiations, and outsourcing opportunities; exceeded company savings goals by **~400%** in **2023 and 2024**.
- **Trade & Customs:** Identified duty-recovery opportunity under US–Korea trade provisions; directed broker post-entry claims, recovering **\$650K+** and creating **\$1M+ annual** savings potential.
- **Logistics Transformation:** Designed and implemented TMS automation to improve shipment accuracy by **~30%**; reduced logistics costs by **\$100K+** within six months with projected annualized savings of **\$250K–\$350K**.
- **Warehouse Optimization:** Redesigned racking layout, increasing pallet capacity by **~46%** and improving space utilization.
- **Supplier Quality & Risk:** Conducted supplier audits with QA; onboarded qualified suppliers and leveraged competition to resolve recurring quality issues with tier-one suppliers.
- **Leadership & Change:** Streamlined the Supply Chain function, reducing silos and improving cross-functional communication; promoted from Procurement Manager to Supply Chain Manager within six months based on impact.

**Veridiam, Inc. — El Cajon, CA (11/2021 – 03/2022)**

**Supply Chain Manager (Director-level scope)**

Owned SIOP/material planning and inventory strategy affecting **~40%** of revenue; integrated purchasing and production control across two sites to improve responsiveness and execution discipline.

- Managed SIOP and MRP execution in JobScope ERP; aligned materials planning to sales forecasts and financial targets.
- Restored key supplier relationships and increased raw material supply by **~70%**, stabilizing production and improving on-time execution.
- Recovered **\$200K+** and enabled fulfillment of **\$800K** backlog by identifying and repurposing aging specialty metal inventory (Inconel, titanium, stainless).

## **LG FlexPACK – San Diego, CA (2014 – 2021)**

### **Director of Procurement & Supply Chain**

Built and led end-to-end procurement and supply chain operations supporting flexible packaging customers; executed supplier sourcing, contracting, and operational systems implementation to improve performance and margins.

- Reduced costs by **~40%** for a high-volume account (~\$20M turnover) by sourcing and contracting a new supplier in China.
- Secured **\$1.4M** through evaluation and advisory on outsourcing food packaging materials and supply arrangements.
- Implemented ERP supply chain modules to improve planning discipline and delivery performance; supported historical annual performance outcomes.

## **EARLIER CAREER**

- Managing Director, Majestic Flex Pac. (Food & Beverage Packaging)
- Director of Global Procurement, Production Control, Logistics & QA, Scripto Tokai Corporation
- Plant General Manager, Encinos de Baja CA (Maquiladora)
- Purchasing Manager, Wiretech
- Buyer/Planner, Autoliv
- Buyer, Zircon

## **EDUCATION & CREDENTIALS**

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- Business Administration, Southwestern College (coursework)
- ISO 9001:2015 Internal Auditor
- ISO 14001:2015 EMS Lead Auditor
- Lean Six Sigma Green Belt (LSSI, 2024)
- Six Sigma Yellow Belt (ASQ, 2024)